【Tokyo, Japan】BUSINESS DEVELOPMENT MANAGER

Lead global tours with bilingual skills!

Job Information

Hiring Company
TAIT Global, LLC

Job ID
1621964

Industry
Amusement, Entertainment

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Work Hours
In accordance with company regulations

Holidays
In accordance with company regulations

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General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Drive business development across Japan's concerts, tours, and events, from client acquisition to project delivery
- Build relationships with artists and promoters, expanding TAIT's global entertainment business
- Manage projects from planning to onsite support, building long-term client partnerships
- Join as a permanent employee, using Japanese and English to collaborate with global teams

【Job Responsibilities】
The Business Development Manager, Japan is responsible for supporting the growth of TAIT's business in Japan and across the wider region, with a primary focus on concerts, events, touring activity, and other opportunities within the Global Touring

market.

Working closely with the existing Japan team and the Business Development Executive, Japan, this role will help develop new relationships, strengthen existing partnerships, and cement TAIT's position as a trusted partner to Japanese clients. The role will pursue opportunities across artists, promoters, agencies, production companies, venues, event organizers, and other strategic partner —from major tours and concerts to one-off performances, special events, and other entertainment projects.

The role extends beyond landing the opportunity. The Business Development Manager will remain engaged as appropriate throughout project delivery, helping maintain continuity with the client, supporting TAIT teams onsite, and ensuring client expectations and local context remain connected to the teams responsible for execution. In partnership with Project Delivery, the role helps strengthen the overall client experience and turns successful projects into long-term relationships and future opportunities.

The role will also explore broader relationship pathways beyond Japan, identifying where TAIT can support Japanese clients globally, and will support relevant Fixed opportunities when they emerge within the market.

The Business Development Manager will combine active business development with client account support, market learning, relationship development, and cross-functional coordination.
Over time, the role will develop an increasingly independent portfolio of clients and opportunities while building the commercial judgment, relationships, and internal connectivity required to assume greater responsibility within Japan Business Development.

Success is measured by the quality of relationships developed, qualified opportunities generated, pipeline progression, revenue influenced, client experience through delivery, repeat and expanded business, and TAIT's continued growth as a trusted partner to Japanese clients.

< Key Responsibilities >

1.New Business Development - Japan Concerts & Events:

- Support business development efforts across Japan, identifying new opportunities with artists, promoters, agencies, production companies, event organizers, venues, and creative partners.
- Pursue opportunities across concerts, tours, one-off performances, special events, and other relevant Global Touring projects.
- Build and maintain an active pipeline of qualified prospects and opportunities.
- Research upcoming concerts, artist activity, events, promoter strategies, market developments, and industry relationships to identify opportunities early.
- Engage prospective clients to understand needs, budgets, timelines, production requirements, and project viability.
- Work closely with the Business Development Executive, Japan on priority pursuits, strategic accounts, and relationship development.
- Help identify opportunities where TAIT can support Japanese clients across multiple markets and geographies.

2. Client & Relationship Development:

- Build trusted relationships with Japan-based artists, promoters, agencies, artist management teams, production companies, event organizers, venues, technical partners, and other industry stakeholders.
- Support the continued development and stewardship of existing TAIT relationships in Japan.
- Help grow new relationships across the region and expand TAIT's network within the Japanese entertainment ecosystem.
- Coordinate client follow-ups, introductions, meetings, and relationship touchpoints.
- Develop an increasingly independent portfolio of relationships while maintaining close alignment with the Business Development Executive, Japan.
- Help ensure relationships, market knowledge, and client context are shared across TAIT rather than concentrated with any one individual.
- Position TAIT as a long-term strategic partner rather than solely as a project-based supplier.

3. Client Delivery & Account Support:

- Remain engaged with priority clients after an opportunity transitions from Business
- Development into Project Delivery, providing relationship continuity through execution and closeout.
- Partner closely with Project Delivery teams to ensure relevant client expectations, relationship history, cultural context, and commercial commitments are understood as projects move into delivery.
- Support clients and TAIT project teams onsite when appropriate, particularly for strategic projects, important client milestones, or situations where local relationship support adds value.
- Serve as a trusted point of connection for Japanese clients throughout the engagement while maintaining clear accountability with Project Delivery for operational execution.
- Monitor the client experience throughout delivery and proactively surface concerns, opportunities, or relationship dynamics to the appropriate internal leaders.
- Participate in post-project client follow-up, gathering feedback and identifying opportunities for continued engagement, repeat business, or account expansion.
- Help ensure the transition from business development to delivery feels seamless to the client and strengthens confidence in TAIT.

4. Global Relationship Development:

- Explore opportunities to support Japanese clients outside Japan, including international concerts, tours, events, and global production requirements.
- Work with TAIT's global teams to understand where the organization can add value for Japanese clients in other markets.
- Identify opportunities to connect Japanese artists, promoters, agencies, production partners, and event clients with TAIT resources and expertise globally.

- Help create continuity for clients as they move between Japan and international markets.
- Develop a strong understanding of TAIT's capabilities across regions and apply that knowledge to client conversations and opportunity development.
- Ensure international opportunities are coordinated with the appropriate TAIT market, business unit, and delivery teams.

5. Pipeline Management & Opportunity Qualification:

- Maintain accurate and timely visibility into Japan business development activity, active opportunities, international opportunities, and RFPs.
- Support regular pipeline reporting, forecasting, and opportunity reviews with the Business Development Executive, Japan and relevant Market Leadership.
- Qualify opportunities based on client need, budget, timing, strategic fit, technical feasibility, geographic requirements, and likelihood of conversion.
- Prepare clear internal briefs and handoff materials for Project Delivery and other internal teams.
- Track opportunities through the sales process and maintain visibility as projects transition into execution and client follow-through.
- Maintain clear records of client relationships, opportunity history, upcoming activity, project outcomes, and relevant market intelligence

6. Pursuit & Proposal Support:

- Partner with Project Development, Project Delivery, Capabilities, and other internal teams to support proposals, RFP responses, presentations, and client-facing materials.
- Help develop capabilities decks and tailored materials for prospective and existing Japanese clients.
- Coordinate internal inputs and ensure Japan-specific client context is clearly communicated.
- Support early commercial conversations around scope, pricing expectations, timing, production requirements, and regional considerations.
- Help coordinate global inputs when Japanese clients are exploring opportunities outside Japan.
- Ensure opportunities transition cleanly from business development into pursuit and delivery, with clear client and internal ownership.

7. Fixed Opportunity Support:

- Identify and support relevant Fixed opportunities within Japan when they arise, including venues, attractions, cultural institutions, entertainment destinations, and other permanent installation opportunities.
- Connect Fixed opportunities to the appropriate TAIT Business Development, Project Delivery, and Capability teams for qualification and pursuit.
- Provide local market knowledge, client context, cultural fluency, and relationship support to global Fixed teams pursuing opportunities in Japan.
- Remain appropriately engaged with the client to maintain relationship continuity while Fixed teams retain responsibility for technical development and project delivery.
- Identify opportunities where relationships developed through concerts and events may create pathways into Fixed projects, or vice versa.

8. Market Intelligence & Japan Expertise:

- Maintain a strong understanding of the Japanese entertainment ecosystem, including promoters, venues, production practices, events, labor structures, logistics, and cultural expectations.
- Monitor competitive activity, market trends, concert and event cycles, and emerging partnership opportunities.
- Track international activity involving Japanese artists, promoters, agencies, production companies, and other strategic clients.
- Provide Japan-specific context and insight to global teams involved in local or international opportunities.
- Develop an increasingly strong point of view on where TAIT should invest time, relationships, and business development resources.
- Share relevant market intelligence with the Business Development Executive, Japan and broader TAIT teams.

9. Cross-Functional Partnership:

- Work closely with the Business Development Executive, Japan and the existing Japan team to coordinate relationship development, account activity, opportunity progression, and client follow through.
- Partner with Global Touring Market Leadership, Project Delivery, Capabilities, Project Development, Sales Operations, Fixed teams, and relevant international teams.
- Ensure Japan-originated opportunities are connected to the right internal teams at the appropriate stage.
- Act as a bridge between Japanese clients and global TAIT teams, helping maintain clarity around expectations, communication, and cultural context.
- Support delivery teams without assuming day-to-day project management or operational ownership.
- Help ensure clients receive a consistent TAIT experience from initial relationship development through project delivery and follow-up.
- Proactively seek coaching, feedback, and support while developing the judgment required to manage increasingly complex opportunities and client relationships independently.

10. Long-Term Business Development Growth:

- Build the commercial, relationship, account-management, and market knowledge required to take on progressively greater responsibility within Japan Business Development.
- Learn and increasingly assume responsibility for selected accounts, pipeline reviews, strategic pursuits, client delivery relationships, and senior client interactions.
- Develop strong working relationships across TAIT's global organization and demonstrate the ability to represent Japanese client needs effectively.
- Support knowledge transfer and documentation of key relationships, market context, upcoming activity, project history, and business development practices.

- Develop the ability to manage relationships across the full client lifecycle—from initial opportunity through delivery, follow-up, and repeat engagement.
- Contribute to the long-term growth of TAIT's Japan business and its position as a trusted partner to Japanese clients globally.

【Employment Type】
Permanent employee

【Salary】
Based on experience and skill level

【Working Hours】
In accordance with company regulations

【Work Location】
In accordance with company regulations

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【Qualifications & Experience】

- 5+ years of experience in business development, concerts and events, entertainment production, artist management, or a related client-facing industry in Japan.
- Strong understanding of the Japanese entertainment ecosystem, including concerts, touring, one-off events, and related production environments.
- Existing relationships with promoters, agencies, production companies, event organizers, venues, artist management, or related industry stakeholders preferred.
- Native-level Japanese fluency and strong English communication skills, written and spoken.
- Demonstrated ability to build relationships, develop opportunities, and support clients through complex project environments.
- Strong commercial instincts with comfort discussing budgets, timelines, scope, production requirements, and value propositions.
- Ability and willingness to be present with clients and delivery teams onsite when appropriate.
- Interest in and understanding of international entertainment projects and the ability to identify opportunities across markets.
- Highly organized with the ability to maintain accurate pipeline and client information and follow opportunities through delivery and closeout.
- Strong cross-cultural communication skills and the ability to bridge Japanese clients with global internal teams.
- Curious, proactive, resilient, and comfortable operating in ambiguity.
- Willingness to travel within Japan and internationally as required.

Company Description